

Message Text

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ACTION COME-00

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FM AMEMBASSY LIBREVILLE
TO SECSTATE WASHDC 8168

UNCLAS LIBREVILLE 1578

E.O. 11652: N/A
TAGS: BEXP AF
SUBJECT: TENTATIVE FY 78 TRADE PROMOTION PROGRAM

REF: STATE 195121

1. EMBASSY SEES NO REPEAT NO PROBLEM WITH THEMES OF PROPOSED TECHNICAL SALES SEMINARS AND TRADE MISSIONS. AMONG PROPOSED TOPICS, WE WOULD PLACE AVIONICS/GROUND SUPPORT SYSTEMS AT TOP OF LIST WITH FORESTRY AND WORKING MACHINERY SECOND. VEHICLE SALES AND MAINTENANCE MISSION SUCCESS WOULD DEPEND LARGELY ON EXTENT TO WHICH FOCUS PLACED ON HEAVY TRUCKS AND RELATED EQUIPMENT, WHICH CONSTITUTE MAJOR ELEMENT OF LOCAL MARKET.

2. EMBASSY DOES HAVE SERIOUS PROBLEM WITH SCHEDULING, HOWEVER, IF ALL PROPOSED EVENTS ARE IN FACT TO TAKE PLACE. THIS SMALL POST SIMPLY CANNOT HANDLE FOUR TRADE PROMOTION EVENTS IN FIVE-MONTH SPAN IDENTIFIED REFTTEL IF EACH OF THEM IS TO RECEIVE APPROPRIATE AND NECESSARY SUPPORT. SUGGEST THEREFORE THAT REVISED SCHEDULE SELECT ONE EVENT FOR MARCH AND ONE FOR JUNE, WITH ANY OTHER DESIRED EVENTS POSTPONED UNTILL FALL WHEN KEY BUSINESS CONTACTS RETURN FROM SUMMER VACATIONS.

3. PLEASE KEEP US ADVISED AS REVISED SCHEDULE IS DEVELOPED. STEIGMAN

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